Message Text

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PAGE 01 STATE 138473

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INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 PM-03 CIAE-00

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TO CINCUSAREUR

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AMEMBASSY PARIS

UNCLAS STATE 138473

E.O. 11652: N/A

TAGS: BEXP, XG, FR

SUBJECT: PRODUCT OPPORTUNITY: NEED FOR HELICOPTER IN SKI

--- LIFT PROJECT

REF: PHONE CON - LCOL BREN AND LEON AT COMMERCE

- 1. LIFT ENGINEERING AND MFG., INC. OF CARSON CITY, NEVADA, HAS ASKED COMMERCE TO HELP IN OBTAINING USE OF S-64 SKY CRANE HELICOPTER ON LEASE FOR INSTALLATION OF CHAIR LIFT EQUIPMENT AT SKI AREA IN FRANCE.
- 2. LIFT ENGINEERING GOING TO CONTRACT ON THIS FIRST INSTANCE OF A CONTRACT TO ERECT AMERICAN MADE TRAMWAY EQUIPMENT IN EUROPE. CONTRACT IS WITH SOCIETE DES TELEPHERIQUES DE VAL D'ISERE WITH EQUIPMENT TO BE PUT IN AT VAL UNCLASSIFIED

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D'ISERE FRANCE LOCATED ABOUT 90 MILES FROM GRENOBLE AND

ABOUT 60 MILES FROM GENEVA. FIRM HAS ASCERTAINED NO LARGE HELICOPTERS OF TYPE NEEDED ARE AVAILABLE FROM COMMERCIAL SOURCES IN EUROPE. THIS HAS BEEN CONFIRMED BY UNITED TECHNOLOGIES (FORMERELY UNITED AIRCRAFT). ALSO, NOT FEASIBLE TO FERRY HELICOPTER FROM U.S. FOR THIS ONE TIME REQUIREMENT DUE TO EXCESSIVE COST. HELICOPTER NEEDED FOR APPROXIMATELY TWENTY-FIVE FLYING HOURS OVER AN 8 TO 10 DAY PERIOD STARTING IN EARLY SEPTEMBER 1975. LIFT ENGINEERING STATES THEY ARE CURRENTLY PAYING 3,000 DOLLARS PER HOUR FOR

LEASE OF S-64 AND PREPARED TO PAY SAME RATE TO ARMY FOR LEASE OF ONE OF THEIR HELICOPTERS.

- 3. LIFT ENGINEERING EARLY DEVELOPER OF USING LARGE HELICOPTERS FOR LIFTING PRE-ASSEMBLED STRUCTURES WEIGHING UP TO EIGHT TONS. DUE TO INACCESSIBLE TERRAIN ON THIS PROJECT NOT FEASIBLE TO CONSTRUCT WITHOUT USE OF HELICOPTER. STEEL STRUCTURES OF VALUE MORE THAN A MILLION DOLLARS PROGRAMED TO BE SHIPPED FROM CARSON CITY PLANT FOR THIS PROJECT.
- 4. REQUEST USAREUR ADVISE FEASIBILITY OF BEING ABLE TO HELP WITH THIS EXPORT POTENTIAL. KISSINGER

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TAGS: BEXP, XG, FR To: CINCUSAREUR

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